# The United Farmer

MARCH - APRIL 1976

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**Cover Picture**
The new UFA Head Office
Story on page 15

## Annual Meeting

The 1976 Annual Meeting of United Farmers of Alberta is over. It is the culmination of the 1975 fiscal year.

Delegates are the elected representatives of the members of UFA. They are agricultural businessmen who are interested in practical ways to serve their industry.

At the Annual Meeting, the Delegates, from the many subdistricts of Alberta they represent, gather to review the Company's performance, discuss operating reports with management and determine policy.

There are many contributing factors to the growth of UFA. Recognition must be given to the efficiency of an alert and progressive management - to the board of directors for their capable guidance, to the delegates and advisory committee members for their counsel and advice and to our agents and staff for their competence and continued loyalty on behalf of United Farmers of Alberta and the industry of agriculture.

## Petroleum Awards

The 1975 Petroleum Award Winners are featured in the March - April issue. The winners are the Petroleum Agents and the Member-Associations whose efficiency and aggressiveness won awards in the Volume Increase, Most Farm Calls and the Most Improved Lube Oil Ratio Categories.

1975 again broke sales records in the Petroleum Division. To our members, petroleum agents and petroleum managers of Member Associations are one of the closest liaisons they have with our Organization. The United Farmer is proud to again recognize the Petroleum Award Winners for their efforts and top notch performances that have made UFA the No. 1 marketer of farm purple products in Alberta.

## Annual Review

In March, 1976, The Annual Review was sent to all voting members of UFA in Alberta (those who purchased $10 worth within the past 22 months).

The Annual Review is information about Directors, Delegates, the 1975 operations and the financial year.

Information is the catalyst of activity and understanding. May we suggest you read The Annual Review from cover to cover (in fact, please read the covers). We hope you find it informative and worthy of your reading time.

# ELECTIONS

At the 1976 Annual Meeting, Delegates from the even numbered electoral districts held elections for the position of Directors to the board of United Farmers of Alberta.

The 1976 Board of Directors is:

| | | | |
|---|---|---|---|
| District 1A | **Guy Turcotte** | 2B | **Elwood Galloway** |
| 3C | **Norman White** | 4D | **Howard Haney** |
| 5E | **Allan Sinclair** | 6F | **Mervin Giem** |
| 7G | **Steve Shybunka** | 8H | **John Onyschuk** |
| Affiliated Co-ops | **Clare Anderson** | | |

At the 1st meeting of the new board of directors, Mr. Howard Haney, Mr. John Onyschuk and Mr. Norman White were re-elected respectively as President, 1st Vice-president and 2nd Vice-president.

*Election Committee:*
*Left to right - Jim Durie, Gordon Jones, Jack Swainson, Norman Schmaltz and Alphy Johnson*

*Resolutions Committee*
*left to right - Gerry Metz, Allan Sveinson and Walter Pasnak*

*Delegate Information Committee:*
*Seated - Allan Zwierschke, Jack Swainson, Alice Switzer, Lawrence Henderson*
*Standing - Gerry Barnes, Larry Hansen, Ron Scheurkogel, Gerry Senger, Leigh Olmstead and John Boychuk*

# Director Retires

**Ewen McDonald**

Retiring as director of district 2B, Mr. Ewen McDonald was elected a delegate to United Farmers of Alberta in 1960 and elected to the directorate body in 1964.

A native of Inverness, Scotland, Mr. McDonald came to Alix with his parents as a youth and has since lived there. He farmed for many years and was involved mostly in raising sheep.

Mr. McDonald joined the Canadian Army in 1939 and saw action in Sicily, Italy and northwest Europe. He was discharged in 1945 with the rank of sergeant.

His first association with United Farmers of Alberta was in 1929 as a junior UFA member. Mr. McDonald has always been active in community, service and farm organizations and held executive positions in many of these organizations. He served as president of the Mutual Telephone Company, the Alix branch of the Canadian Legion and Buffalo Lakes Shipping Association. He is a past director of the Clive R.E.A., served as a delegate to the Central Alberta Dairy Pool and is a past district director and grandmaster of the I.O.O.F. Mr. McDonald has also served on the local school board and was a member of Unifarm and the Alberta Wheat Pool.

He and his wife Pauline have three children, Margaret, Evan and Roy.

In his sixteen years of association with UFA, Mr. McDonald earned the respect and friendship of his many associates in our organization, who wish him the very best in future years.

# New Director Elected

**Elwood Galloway**

A prominent farmer and a member of a pioneer Alberta family in the Ft. Saskatchewan area, Elwood Galloway operates River Brae Farms Limited with his brother Roy. They have a grain, beef and dairy enterprise.

Mr. Galloway was born and raised on the family farm in the Ft. Saskatchewan area. He attended the North Clover Bar Rural School, Ft. Saskatchewan High School and then graduated from Vermilion Agriculture College.

Elected a delegate in 1964, Mr. Galloway replaces Mr. Ewen McDonald as Director from district 2B.

At various times Mr. Galloway served as president and secretary of his FUA local. He was the chairman of the agricultural advisory board for Strathcona County and also served for several years as an Elder of the Ft. Saskatchewan United Church. At the present time, he is treasurer.

Mrs. Galloway, the former Miriam Johnson, was also born and raised in the Ft. Saskatchewan area and taught school at Edmonton and Westlock. Both Mr. and Mrs. Galloway's fathers were original Alberta Wheat Pool contract signers.

Corinne Galloway, their older daughter, is an Agricultural Exchange Student in Australia. Eldon, the older son, is at Olds College; Wendy is a grade 11 student at Ft. Saskatchewan High School and Larry is in grade 8. The Galloway family all play musical instruments and Mr. Galloway has been active in choral work in the church.

For hobbies Mr. Galloway enjoys curling, woodworking and coin collecting.

# Veteran Delegates Retire

Sarden Semenuk

James Gaschnitz

After 11 years as a delegate to United Farmers of Alberta for Affiliated Co-op No. 6, Mr. Sarden Semenuk retired this year.

A gracious gentleman who has been a most conscientious delegate, Mr. Semenuk has earned the respect of his many associates and friends at UFA.

Most of Mr. Semenuk's life has been spent farming. For many years, he owned a mixed farming operation at Nestow. Some years ago, he rented the land and went to live and work in Westlock as Maintenance Supervisor for the Westlock School Division.

Active in community and co-operative organizations, Mr. Semenuk served on the Westlock School Division Board for seven years and was secretary of School Division No. 4113 for over twenty years.

He became a member of the Farmers Union of Alberta in 1948 and in 1964 won the award trip to St. Paul, Minnesota, in the FUA membership drive contest.

Pembina UFA Co-op Limited is another organization that Mr. Semenuk has devoted much time and energy to, as did his close friend, the late Mr. Dick Ponting. Mr. Semenuk served for many years on the Board of this member association of UFA.

Prominent in many organizations, Mr. James Gaschnitz recently retired as UFA delegate for sub-district No. 32.

Mr. Gaschnitz has held many executive positions in his community. He is a past president of the Farmers Union of Alberta, Drumheller East local; the Verdant Home and School Association; the Verdant Valley Mutual Telephone Company; and a director of the C.I.U., the R.E.A. and the Drumheller Co-op.

Collecting and restoring antiques and Canadian artifacts has been much more than a hobby for Mr. Gaschnitz and his wife Eleanor. They have been a driving force behind the Home stead Antique Museum in Drumheller. Mr. Gaschnitz served for several years as president of the Board of Directors of this museum, which is one of Alberta's finest and attracts thousands of visitors each year.

Mr. Gaschnitz can also take pride in his fifteen years of responsible service as a delegate to UFA.

To Mr. Gaschnitz and Mr. Semenuk, two of UFA's outstanding and veteran delegates, it has been a privilege and a pleasure to have been associated with you over the past years.

# At The Annual Meeting

***Milk, orange juice or coffee?***

*Veteran delegates Jim Hadfield and Bill Runte*

*Left to right - Archie Hogg, Paul Labrecque and Jean Simard*

*Left to right - Stanley Erickson, Elwood Galloway and Norman Drysdale*

*Left to right - Gordon Chisholm, Ivan Watson and Jack Fleck*

# New Delegates

**Deane H. Sharpe**
**Munson**

Replacing Mr. James Gaschnitz, who served as delegate for Sub-district No. 32 for fifteen years, is Mr. Deane H. Sharpe of Munson.

A consistent winner in his local Junior 4H Grain Club, Mr. Sharpe has also won international recognition. In 1939, he won the top honours in Standing Grain and Seed Grain and repeated this in 1940 and 1941. In 1941, Mr. Sharpe was awarded third at the Toronto Royal Fair and a fifth at the Chicago World Fair.

Mr. Sharpe's farming enterprise is mostly grain. He is chairman of his local United Grain Growers directors, an elder of the Munson United Church Board and a member of Unifarm.

Mr. Sharpe and his wife Elsie have two children, Robert D. Sharpe of Munson and Mrs. Anita Adams of Morrin - both of whom are involved in farming.

For hobbies, Mr. Sharpe likes to curl, fish and golf.

**Jack Fleck**
**New Norway**

Recently elected a delegate to United Farmers of Alberta, Mr. Jack Fleck replaces Mr. Robert Snider. He will be the elected representative of the members in Sub-district No. 37.

Born in Castor, Mr. Fleck attended school at Verdun and Duhamel. He has a mixed farming enterprise and is mostly involved with grain and beef.

Mr. Fleck was the local delegate, at one time, to the National Farmers' Union and is presently a member of the association. He is a member of his local advisory committee to the Alberta Wheat Pool and was instrumental in organizing, and is a member of, the New Norway Rural Fire Department.

Mr. Fleck is very interested in all outdoor sports activities, especially fishing and snowmobiling.

**C. Ivan Watson**
**Fawcett**

Recently elected as the delegate to represent Affiliated Co-operative No. 6, Mr. Watson replaced Mr. Sarden Semenuk, who retired after serving as an UFA delegate for eleven years. His father, Charles Watson, was a director of United Farmers of Alberta in 1944 when Robert Gardiner was the president.

Born in Pickardville, Mr. Watson has a mixed beef, hog and grain operation.

For several years, he served as secretary of the Fawcett Local School Board. At the present time, Mr. Watson is chairman of the Pembina UFA Co-op Association and a member of Unifarm, Alberta Wheat Pool, Co-op Implements Limited and the Pembina Valley Rural Electrification Association.

Mr. Watson and his wife Bertha have two sons, Sidney and Murray, and two daughters, Lois and Cheryl.

For hobbies, Mr. Watson enjoys fishing and hunting.

# PETROLEUM AWARDS

In 1975, sales records were again broken by the Petroleum Division. To the front line representatives - our agents and petroleum managers of member associations - a hearty salute and the recognition that it was your individual initiative and aggressive performance that greatly contributed to another successful year.

Petroleum awards were recently presented for Volume Increase, Most Improved Lube Oil Ratio and Farm Calls Categories in each of the respective petroleum territories.

The winners in each category received a trophy and a cheque and the runners up were each presented with a cheque.

For the first time, the Agents or Member Associations who sold one million gallons in 1975 were separately recognized in the "Volume Increase Awards". These 'Million Gallons or More' Agents and Member Associations competed against each other. They were presented with a plaque in recognition of the one million gallons they sold and bars for each of the next million gallons sold.

# Million Gallon Club

**Marcel Auger**
Petroleum Manager
Medicine Hat Co-op
Association Limited
Winner, South Region

**Al Smith**
Calgary
Runner-up, South Region

**Gib Paradis**
Edmonton
Winner, North Region

**Ted Doucet**
Falher
Runner-up North Region

# PETROLEUM AWARDS
# Provincial Winners

**Marcel J. Auger**
Provincial Winner
- Volume Increase

Since 1958, the Medicine Hat Co-op Limited has been a petroleum Member Associate of United Farmers of Alberta. The success of this co-op has been reflected in their excellent petroleum sales.

Mickey Baker is the general manager of the Medicine Hat Co-op and Marcel Auger is the petroleum manager. Mr. Auger was appointed in June, 1974 and since then, petroleum sales at the Medicine Hat Co-op have shown a spectacular increase.

Marcel Auger is originally from Shaunavon, Saskatchewan and attended Dollard School and Gravelbourg College.

He farmed for 14 years and then owned and operated a car wash. He has been a member of local co-ops for 20 years.

Mr. Auger also belongs to the Fish and Game Association, the Moose Lodge and the Royal Canadian Legion. For hobbies, he enjoys fishing, boating and doing leather craft work.

Mr. Auger and his wife Maureen have three children. Nadien, who is married, Wanda and Regan.

**Ronald J. Gorzitza**
Provincial Winner
- Farm Calls

On December 17, 1974, Ron Gorzitza was appointed UFA Agent at Vulcan and he really started the new year right. In the 1975 Petroleum Awards Program, Ron was not only the Provincial Winner in the Farm Call Category, he also was the winner in the Volume Increase Category in Territory No. 1.

Born in Lethbridge, Ron grew up on the family farm at Kipp. He attended Rolling Hills Elementary and Coalhurst High School.

Ron worked as a CP Transport Agent and driver for fourteen years, owned a service station for five years and was a Shell bulk agent for six years.

His solid farm and business background have served Ron well and he has done an outstanding job in his first year as UFA Agent at Vulcan.

A member of the Vulcan Chamber of Commerce, Ron also belongs to the Vulcan Elks Club and Volunteer Fire Department. He enjoys all sports, in particular hockey. Ron is the trainer for the Vulcan County Jets, Junior B Team. He also likes to big game hunt, fish, woodwork and garden.

Mr. Gorzitza and his wife, Barbara, have two daughters, Wendy and Brenda, and three sons, Gregory, Robert and Darren.

**Gilbert D. Liknes**
Provincial Winner
- Most Improved Lube Oil Ratio

Gilbert Liknes is a true native son of Consort. He grew up on the family farm in the Consort area and attended school at Consort.

On July 18, 1969, Gilbert joined UFA as the Petroleum Agent at Consort. Light product sales at the Agency have shown a steady increase each year. In 1975, the Consort Agency's sales of motor oils showed an outstanding increase of 111.5%. This surge not only achieved the territory award in the Most Improved Lube Oil Ratio but also won the Provincial Award.

For hobbies, Gilbert enjoys hockey, fastball and flying.

# PETROLEUM AWARDS
## Volume Increase

TERRITORY AWARDS

**Ron Gorzitza**
Vulcan
Winner No. 1

**Bob Butcher**
High River
Winner No. 2

**Stuart Rude**
Castor
Winner No. 3

**Jim Banack**
Buck Lake
Winner No. 4

**Bill Garnett**
Vermilion
Winner No. 5

**Vernon Frey**
Josephburg
Winner No. 6

**Alan Winfield**
Wildwood
Winner No. 7

**Bob Sieker**
Wembley
Winner No. 8

**Fred Johnson**
Barrhead
Winner - Pembina

# PETROLEUM AWARDS
## Volume Increase

TERRITORY AWARDS

**John Yanco**
Fort Macleod
Runner-up No. 1

**Roy Godfrey**
Strathmore
Runner-up No. 2

**Leonard Brace**
Bindloss
Runner-up No. 3

**Leon Ramstad**
Bashaw
Runner-up No. 4

**Mike Stasyk**
Glendon
Runner-up No. 5

**Peter Romaniwsky**
Radway
Runner-up No. 6

**Adolf Dzieglo**
Athabasca
Runner-up No. 7

**Les Hibbard**
Nampa
Runner-up No. 8

**Jack Cochrane**
Fawcett
Runner-up - Pembina

# PETROLEUM AWARDS

## Most Improved Lube Oil Ratio

TERRITORY AWARDS

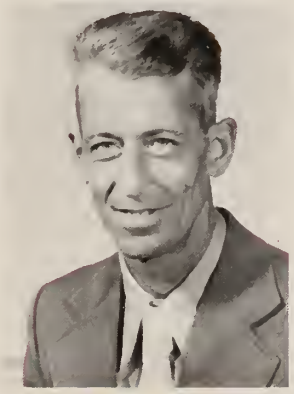
**Fletcher Baskin**
Iron Springs Oil Co-op
Winner No. 1

**Bob Rowland**
Blackie
Winner No. 2

**Gilbert Liknes**
Consort
Winner No. 3

**Rusty Jorgenson**
Drayton Valley
Winner No. 4

**Bob Matthews**
Eckville
Winner No. 4



**Walter Lysons**
Paradise Valley
Winner No. 5

**Ed Krill**
Beaver Creek Co-op Assoc.
Lamont Winner No. 6

**Ken Altheim**
Stony Plain
Winner No. 7

**Jarvis Shail**
Hythe
Winner No. 8

**Albert Calkins**
Pickardville
Winner - Pembina

# PETROLEUM AWARDS

## Most Improved Lube Oil Ratio

TERRITORY AWARDS

**Joe Konynenbelt**
Nobleford
Runner-up No. 1

**Harry Gwinner**
Rumsey
Runner-up No. 3

**Bob McWade**
Innisfail
Runner-up No. 4

**Bob Beckman**
Czar
Runner-up No. 5

**Ray Horricks**
Lougheed
Runner-up No. 5

**Dennis Leicht**
Hay Lakes
Runner-up No. 6

**Gus Ricard**
Morinville
Runner-up No. 7

**Ken Edgar**
La Glace
Runner-up No. 8

# PETROLEUM AWARDS
## Farm Calls

TERRITORY AWARDS

**Ron Gorzitza**
Vulcan
Winner No. 1

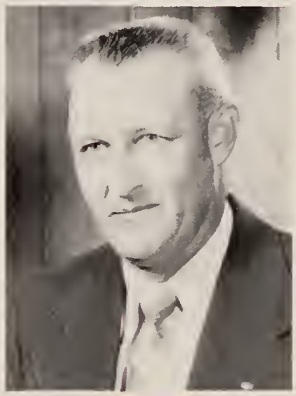
**Bill Little**
Okotoks
Winner No. 2

**Jim Kirby**
Delia
Winner No. 3

**Rod Keast**
Lacombe
Winner No. 4

**Mike Stasyk**
Glendon
Winner No. 5

**Gib Paradis**
Edmonton
Winner No. 6



**Bert Galliford**
Onoway
Winner No. 7

**Dunc Fentie**
Fairview
Winner No. 8

# PETROLEUM AWARDS
## Farm Calls

TERRITORY AWARDS

**John Yanco**
Fort Macleod
Runner-up No. 1

**Bob Butcher**
High River
Runner-up No. 2

**Stuart Rude**
Castor
Runner-up No. 3

**Don Hennel**
Stettler
Runner-up No. 4

**Richard Hill**
Spedden
Runner-up No. 5

**Dennis Leicht**
Hay Lakes
Runner-up No. 6

**Adolf Dzieglo**
Athabasca
Runner-up No. 7

**Fred Mason**
Grande Prairie
Runner-up No. 8

Point of interest - 12 of the 17 winners in the Farm Call Awards were also winners in the Volume Increase and Lube Oil Ratio Awards.

# Head Office Building

In June, the head office of United Farmers of Alberta will be in a new location.

Long range planning clearly indicated that with the growth of our organization, substantially more space would be required as space in the present office was becoming a scarce commodity.

It is roughly estimated that 250 sq. ft. per employee provides desk space and allows for all other services and space - aisles, board and meeting rooms, mechanical rooms, washrooms, lunchroom, reception areas, etc.

Since 1969, dollar volume at UFA increased from 24.7 million dollars to 74.3 million dollars in 1975. Sales per employee had gone from $399,000 to $744,000. The number of invoices processed per employee went from 4,600 to 10,600. Productivity per employee, over these years, has been excellent. However, in consideration of future growth, it was obvious more room was needed. In 1969 there was 308 sq. ft. per employee and in 1975 there was 234 sq. ft. By 1978, it was estimated that there would only be 189 sq. ft. per employee.

Leasing additional space was considered. However, the vast majority of head office staff is in accounting and it would be extremely difficult to divide as any division in head office personnel disturbs effective communications.

Leasing a building large enough for present and future personnel and space needs was also considered. This was feasible, but rather costly on a sq. ft. basis. Also, as a tenant, you lack security and there could easily be cost increases in future leases. To increase the square footage of our present building would have been very costly and, even at the present time, parking is inadequate.

Several locations were studied as to their suitability and cost. The purchase of two acres of land just west of Elbow Drive and the Glenmore Trail intersection was recommended to and approved by the Board of Directors. Extensive research was conducted into sq. ft. costs. On the basis of confirmed, reasonable, or at least competitive costs, a proposed building was recommended to and approved by the Board.

In order to determine the selling price of our present building, three appraisals were made. Calgary Power purchased the building at a mutually satisfactory price.

The new head office building is 54,336 sq. ft., compared to the present 23,000 sq. ft. UFA will initially occupy 38,136 sq. ft. and lease out 16,200 sq. ft.

The building is the first total precast concrete structure built by Dominion Construction in Calgary. It combines precast columns and facia beams finished in a medium sandblasted warmtone cement concrete. It has precast columns and beams for internal framing.

The second floor is 12 inch deep span deck slabs with 2 inch concrete topping. Roof framing is 20 inches deep prestressed concrete purlins and metal deck.

The basic structure was started on January 6, 1976 and completed January 29, 1976. The window mullions were installed when one-third of the precast was up. Metal deck crews then moved on the job at the halfway point and the roofers followed only four days later.

The land was purchased through the J. Knowlton Realty Co. J.H. Cook and Associates, who are the architects, also acted as consultants. The building shell is on a fixed contract and Dominion Construction is the contractor. The interior finishings, partitioned offices, special wiring for the computer, telephone setup, etc. is UFA's responsibility. Total cost, including land, was $2,130,000 and was within 2% of the original estimates.

It is hoped that we will be able to occupy the new building located at 1016 - 68th Avenue S.W. by June 15, 1976. The new number will be 253-UFA1 or 253-8321.